

01

Come from an Authentic Place

Come from a place that actually is interested in the answer they're going to give you. You have to listen and want to know what they're saying!

02

Give Some Context

Frame the question with some context to say, "look, I probably trust you and am sure your answer is legitimate, but there are other people that need to hear the answer to this question."

03

Honor the Answer Given

Treat the answer like it is real and authentic rather than challenging it like you would do in an interrogation.

Your turn! Draft out a conversation flow for a specific meeting based on asking the right questions.